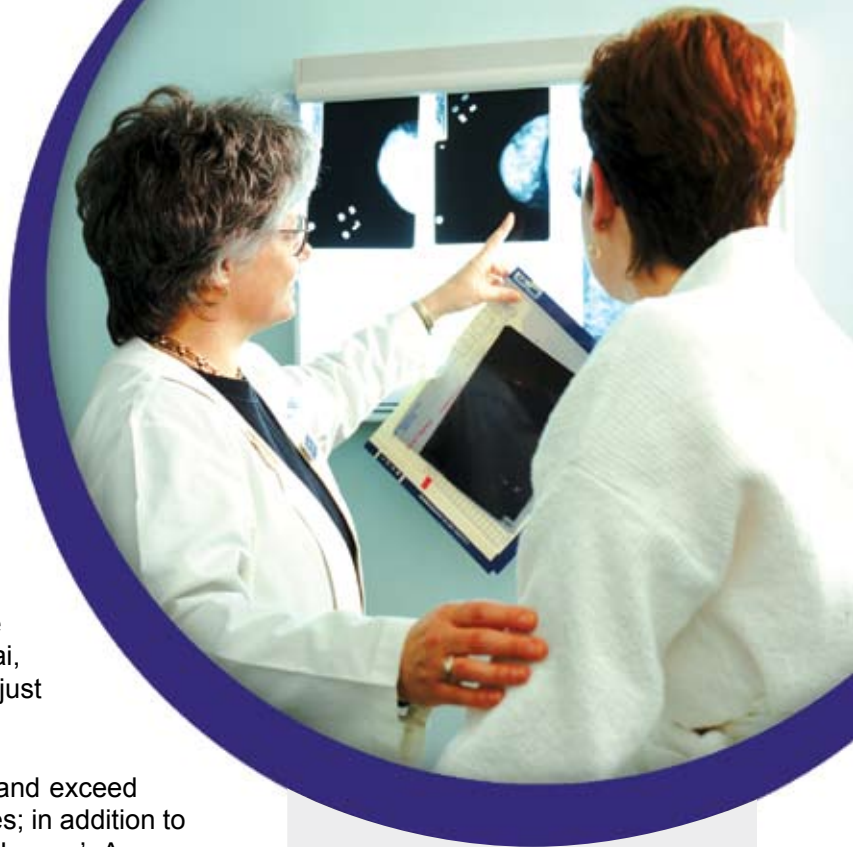




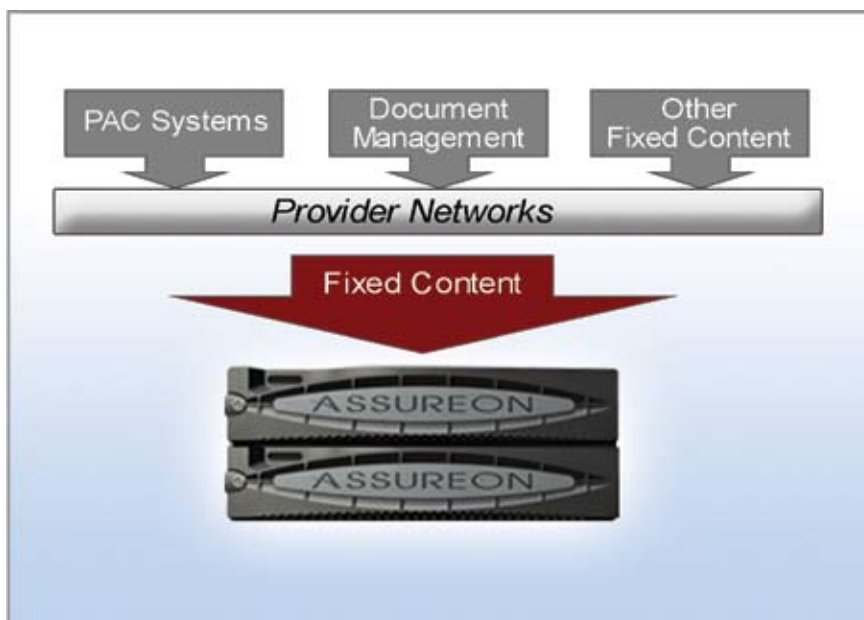
# in Healthcare



Recent shifts to more electronic-based information and clinical results have resulted in a dramatic increase in the demand for secure disk-based storage. Nexsan has a set of solutions ideally suited to the management and storage of fixed content information. Our 20,000+ storage installations include a significant number of healthcare customers such as the National Institute of Health, MD Anderson, Cedars-Sinai, Kaiser Permanente, Abbott Labs and Mt. Sinai to name just a few.

Nexsan storage systems have been designed to meet and exceed the requirements of the medical and healthcare industries; in addition to providing a highly reliable and scalable storage platform, Nexsan's Assureon Archive solutions provide accessibility, are completely scalable and include long term retention and lifecycle management of medical information. Additionally, Assureon addresses the security of data, including HIPAA compliance, and the built-in replication and automated integrity checking that a long term archive requires.

Assureon is a robust and cost-effective alternative to EMC's Centera (see comparison) and other fixed content storage approaches including tape and optical. Assureon has many technological and cost-saving advantages including seamless integration with PACS, EMR, PHR and HER applications and the ability to scale significantly without impacting performance. Nexsan's Assureon goes way beyond tape, offline media and those early disk-based archiving products by including more capabilities, stronger security, faster performance and a highly affordable price point.



## Healthcare Customers

### Hospitals

- Mt Sinai (New York)
- Ceders-Sinai
- Cleveland Clinic
- Mass General
- St. Jude
- MD Anderson
- Vanderbilt University

### Healthcare Vendors

- GE Healthcare
- Siemens
- Quest Diagnostics
- McKesson

### Research and Institutes

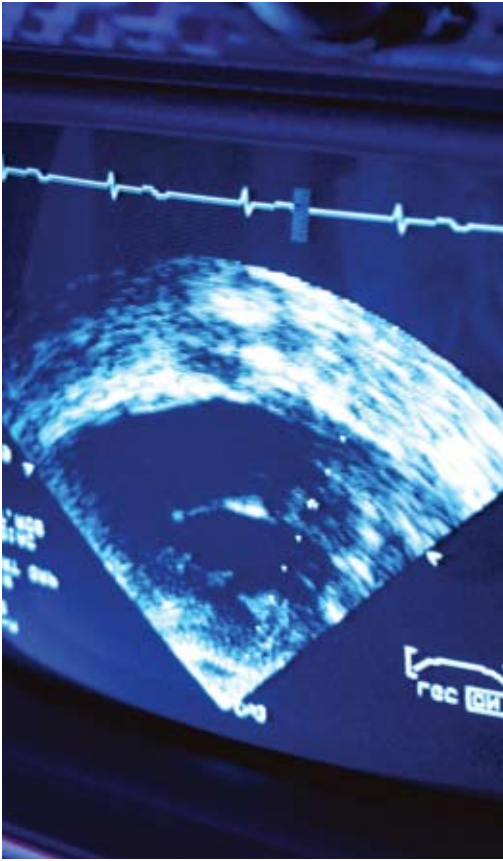
- National Institute of Health
- Salk Institute
- Thomson
- UCLA Genetics Lab

### Insurance Companies

- Kaiser Permanente
- BlueCross/Blue Shield
- Metropolitan Life

### Pharmaceutical Companies

- Abbott Labs
- Merck
- Aventis
- Bayer
- Roche



## Key Benefits for Healthcare Solutions

- Scalable - allows your storage capacity to scale as the demands grow
- Searchable - Our solutions allow healthcare providers to easily locate the healthcare information needed
- Secure - Nexsan takes care of the information through a secure storage architecture that includes encryption and easily allows for users to restrict and track all access to healthcare records
- Compliant - Meets and exceeds all HIPAA standards with regard to medical data
- Accessible - information is accessible when needed by authorized users so that critical healthcare information is available online and on-demand
- Information Integrity - active approach to ensuring that the information maintains it's integrity
- Cost-effective alternative to Tape and Off-line media while allowing on demand access to important healthcare information
- Interoperable - Nexsan has designed all their solution to be interoperable with existing EMR, HER, PHR and PACS systems. We support HL7, DICOM and IHE standards.

Capability	EMC Centera	Nexsan Assureon
CAS Storage Technology	Y	Y
Single Instance Store (De-duplication)	Y	Y
WORM Disk	Y	Y
Encryption	No, Needs 3rd party	Included
E-Discovery Tools	No, Needs 3rd party	Included
Legal Hold Tools	No, Needs 3rd party	Included
Audit Trail	No, Needs 3rd party	Included
Serialization	No, Needs 3rd party	Included
Audit User Access	No, Needs 3rd party	Included
Generate & Apply Retention Policies	Y	Y
Integration with Optical	Not applicable	Included
Replication	Additional Charge	Included
Architecture	Locked - Servers & Storage are locked in certain ratios	Flexible - Servers & Storage are independent and scale upon needs
Scalability	Limited	Unlimited
Performance	Limited	Excellent



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